



**DEFENSE LOGISTICS AGENCY**  
**THE DEFENSE CONTRACT MANAGEMENT COMMAND**  
8725 JOHN J. KINGMAN ROAD, SUITE 2533  
FT. BELVOIR, VIRGINIA 22060-6221

NOV 3 1997

IN REPLY  
REFER TO

AQO

MEMORANDUM FOR UNDER SECRETARY OF DEFENSE (ACQUISITION AND  
TECHNOLOGY)  
PRINCIPAL DEPUTY UNDER SECRETARY OF DEFENSE  
(ACQUISITION AND TECHNOLOGY)  
DIRECTOR, DEFENSE PROCUREMENT  
DEPUTY UNDER SECRETARY OF DEFENSE (ACQUISITION  
REFORM)  
DEPUTY UNDER SECRETARY OF DEFENSE (LOGISTICS)  
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DEVELOPMENT AND ACQUISITION)  
ASSISTANT SECRETARY OF THE NAVY (RESEARCH,  
DEVELOPMENT AND ACQUISITION)  
ASSISTANT SECRETARY OF THE AIR FORCE (ACQUISITION)  
DIRECTOR, BALLISTIC MISSILE DEFENSE ORGANIZATION

SUBJECT: Single Process Initiative (SPI) Biweekly Activity Report

Forwarded for your review is our biweekly report for the period ending October 31, 1997. This report features efforts to improve SPI, recent news on laws/regulations, promoting SPI and statistical data.

Should you have any questions or concerns regarding information contained in the attached report, please contact Ms. Marialane Schultz, SPI/Block Change Management Team Leader at (703) 767-2471.

Timothy P. Malishenko  
Brigadier General, USAF  
Commander

Attachment  
cc:  
See Distribution

DISTRIBUTION:

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Commander, DCMDW

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## Top 20 DoD Contractors and Cognizant DCMC & DCAA Offices

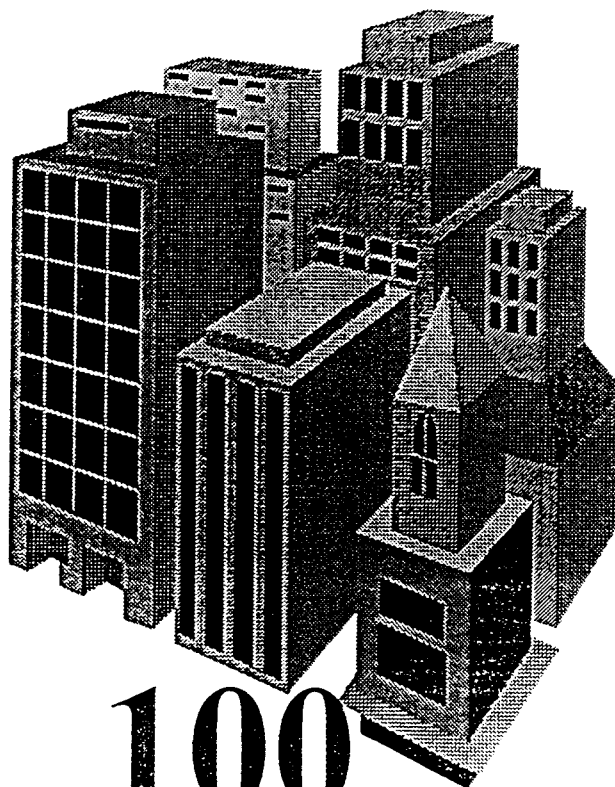
FY95 RANK	CONTRACTOR	CONTRACTOR LOCATION	DOC ACTIVITY	COGNIZANT DCMC, DCE, OR CACO	COGNIZANT DCAA FIELD AUDIT OFFICE
1	LOCKHEED MARTIN CORPORATION	Bethesda, MD 20817	DCMC	DCE: Louis Becker, Bethesda, MD, tele: 301-214-9899	Lockheed Martin Corp. RO, John Ames, tele: 301-214-9720
2	MCDONNELL DOUGLAS CORPORATION	St. Louis, MO 63103	DCMC	DCE: Donald D. Pixley, St. Louis MO, tele: 314-232-4346	McDonnell Douglas Corp Res Ofc, St. Louis, MO, Daniel Gould, tele: 314-233-7483
3	GENERAL MOTORS (INCLUDING HUGHES)	Detroit, MI 48202	DCMC	DCE: Donald Springer, Los Angeles, CA, tele: 310-568-6592	Hughes Corp. RO, El Segundo, CA, Clifford Cameron, tele: 310-568-6885
4	RAYTHEON COMPANY	Lexington, MA 02173	DCMC	DCE: Herbert Homer, Burlington, MA, tele: 617-238-2461	Raytheon Corp Res Ofc, Lexington, MA, Thomas Pawlowski, tele: 617-860-1850
5	GENERAL DYNAMICS CORPORATION*	Falls Church, VA 22042	DCMC/NAVSEA	DCE: Daniel Bystran, Falls Church, VA, tele: 703-645-9290, ext. 12	Fairfax BO, Herndon, VA, Larry Tatem, tele: 703-735-8213
6	NORTHROP GRUMMAN	Los Angeles, CA 90067	DCMC	DCE: Sandra N. Waldron, Los Angeles, CA, tele: 310-201-3431	Northrop Grumman Corp Res Ofc, Hawthorne, CA, Glenn Fujikuni, tele: 213-600-1300
7	UNITED TECHNOLOGIES CORP	Hartford, CT 06103	DCMC	DCE: Alan Tinti, Hartford, CT, tele: 860-728-7909	UTC Corp Res Ofc, Hartford, CT, Anthony J. O'Falt, tele: 860-728-7930
8	BOEING COMPANY, THE	Seattle, WA 98108	DCMC	DCE: Stephen Trautwein, Seattle, WA, tele: 206-655-1988/4120	Boeing Co. RO, Kent WA, Ronald Sabado, tele: 206-773-6680
9	LITTON INDUSTRIES INC	Beverly Hills, CA 90210	NAVSEA	N/A	San Fernando Valley B.O., Van Nuys, CA, Richard Dodd, 818-756-4330
10	GENERAL ELECTRIC COMPANY	Fairfield, CT 06432	DCMC	DCE: Kenneth Cavoli, Fairfield, CT, tele: 203-373-2727	Upstate New York B.O., Schenectady, NY, Michelina Torre, tele: 518-377-7246
11	WESTINGHOUSE ELECTRIC CORP.	Pittsburgh, PA 15222	DCMC	Acting DCE: Tom Smith, Pittsburgh, PA, tele: 412-642-4547	Pittsburgh BO, Pittsburgh, PA, Terry Depp, tele: 412-644-5826
12	BOEING NORTH AMERICAN INC.	Seal Beach, CA 90740	DCMC	DCE: Henry Field, El Segundo, CA, tele: 562-797-5841	Rockwell Int Corp/Seal Beach Res Ofc, Seal Beach, CA, Jan Dawson, tele: 310-797-1275
13	TEXTRON INC.	Providence, RI 02903	DCMC	DCE: Richard Conroy, Providence, RI, tele: 401-457-2476	Boston B.O., Boston, MA, William Vendt, tele: 617-450-0450
14	SCIENCE APPLICATIONS INTL CORP	San Diego, CA 92121	DCMC	CACO: William Coddington, San Diego, CA tele: 619-458-2139	North County B.O., San Diego, CA, Norman Warner, tele: 619-616-8899
15	UNITED DEFENSE LP	Chicago, IL 60601	DCMC	CACO: Mike Merritt, Chicago, IL, tele: 773-825-6824	Chicago BO, Harvey Smith, tele: 630-268-8590
16	TRW INC	Cleveland, OH 44124	DCMC	DCE: David O'Brien, Cleveland, OH, tele: 216-522-5313	Northern Ohio BO, Robert Voyles, tele: 216-522-4984
17	COMPUTER SCIENCES CORP	El Segundo, CA 90245	DCMC	CACO - Henry Field, El Segundo, CA, tele: 562-797-5841	South Bay B.O., Gardena, CA, Barbara Armstrong, tele: 310-516-6395
18	ITT INDUSTRIES INC.	Clifton, NJ 07014	DCMC	CACO: Virginia Wood Picatinny Arsenal, NJ	Mountainside B.O., Mountainside, NJ, Peter Kornutick, tele: 908-654-6840
19	GTE CORPORATION	Needham, MA 02194	DCMC	CACO: Francis Skeiber, Needham, MA, tele: 617-455-4705	Bay States BO, Boston, MA, David Blake, tele: 617-450-0480
20	TRACOR INC	Austin, TX 78725	DCMC	CACO: Ron Bruce, Austin, TX, 512-928-4530	Austin BO, John McIntosh, tele: 512-443-2133



# 100 COMPANIES

RECEIVING THE LARGEST DOLLAR  
VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1996



OSD  
DEFENSE INFORMATION REPORTS

Attachment 2



DIRECTORATE FOR INFORMATION  
OPERATIONS AND REPORTS (DIOR)

**TABLE 2**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

Organizational Activity	R A N K	COMPANIES	THOUSANDS	PERCENT	CUMULATIVE
			OF DOLLARS	OF TOTAL	PERCENT OF TOTAL
		TOTAL	119,555,763	100.00	100.00
		TOTAL, 100 COMPANIES/SUBSIDIARIES	69,864,556	58.43	58.43
DCMC	1	LOCKHEED MARTIN CORPORATION	1,429,646		
		AIRPORT GROUP INTERNATIONAL I	32,397		
		LOCKHEED CORPORATION	4,675,978		
		LOCKHEED ENGRG & SCIENCES CO	24,077		
		LOCKHEED ENVIRONMENTAL SYSTEM	87		
		LOCKHEED MARTIN FEDERAL SYSTM	120,478		
		LOCKHEED MARTIN ORD SYSTEMS	78,187		
		LOCKHEED MARTIN SERVICES INC	271,416		
		LOCKHEED MARTIN TACTICAL SYST	2,077,689		
		LOCKHEED MISSILES & SPACE COM	1,723,574		
		LOCKHEED SANDERS, INC	270,332		
		LTV AEROSPACE AND DEFENSE CO	6,552		
		MARTIN MARIETTA CORPORATION	701,221		
		MARTIN MARIETTA MATERIALS INC	32		
		MARTIN MARIETTA TECHNOLOGIES,	586,761		
		TOTAL	11,998,429	10.03	10.03
DCMC	2	MCDONNELL DOUGLAS CORPORATION	9,927,950		
		MCDONNELL AIRCRAFT CO	1,300		
		MCDONNELL DGLAS ARSPC SVCS CO	2,817		
		MCDONNELL DOUGLAS HELICPTR CO	1,348-		
		MCDONNELL DOUGLAS TRNING SYS	8,254		
		TOTAL	9,938,973	8.31	18.34
DCMC	3	GENERAL MOTORS CORPORATION	103,680		
		DELCO ELECTRONICS CORPORATION	22,019		
		ELECTRONIC DATA SYSTEMS CORP	415,468		
		GENERAL MOTORS OF CANADA LIMI	449		
		HUGHES (U K) LTD.	453		
		HUGHES AIRCRAFT COMPANY INC	1,223,862		
		HUGHES AIRCRAFT OF CANADA LIM	934		
		HUGHES DATA SYSTEMS	42,435		
		HUGHES ELECTRONICS CORPORATIO	979		
		HUGHES MISSILE SYSTEMS CO	1,211,535		
		HUGHES STX CORPORATION	9,835		
		HUGHES TECHNICAL SERVICES CO	39,843		
		HUGHES TRAINING INC	166,405		
		PACKARD-HUGHES INTERCONNECT C	2,429		
		TOTAL	3,240,326	2.71	21.05

Prepared By: Washington Headquarters Service  
 Directorate for Information  
 Operations and Reports

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

Cognizant Activity	RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
DCMC	4	<b>RAYTHEON COMPANY</b>	1,724,247		
		BEECH HOLDINGS INC	134,669		
		CEDARAPIDS INC	4,043		
		E-SYSTEMS MEDICAL ELECTRONICS	10,330		
		HARBERT-YEARGIN INC	8,478		
		RAYTHEON AIRCRAFT CORPORATION	199,201		
		RAYTHEON AIRCRAFT SERVICES	599		
		RAYTHEON E-SYSTEMS INC	330,209		
		RAYTHEON ENGINEERS & CONSTRS	104,177		
		RAYTHEON SERVICE COMPANY	235,531		
NAVSEA	5	RAYTHEON UNITED KINGDOM LTD.	293		
		SERV-AIR INC	260,039		
		WHITTAKER XYPLEX INC	90		
		TOTAL	3,011,906	2.51	23.57
		<b>GENERAL DYNAMICS CORPORATION</b>	1,374,410		
		BATH IRON WORKS CORPORATION	675,065		
		GENERAL DYNAMICS LAND SYSTEMS	620,527		
		MATERIAL SERVICE RESOURCES CO	28		
		TOTAL	2,670,030	2.23	25.81
		<b>NORTHROP GRUMMAN CORPORATION</b>	1,286,137		
DCMC	6	GRUMMAN AEROSPACE CORPORATION	965,458		
		GRUMMAN CORPORATION	155,673		
		GRUMMAN DATA SYSTEMS CORP	106,542		
		GRUMMAN SYSTEMS SUPPORT CORP	74		
		NORTHROP WORLDWIDE ARCFT SVC	88,775		
		VOUGHT AIRCRAFT COMPANY	2,048		
		TOTAL	2,604,706	2.17	27.99
		<b>UNITED TECHNOLOGIES CORP</b>	2,181,563		
		CARRIER CORPORATION	283		
		INTERNATIONAL FUEL CELLS CORP	17,500		
DCMC	7	SIKORSKY SUPPORT SERVICES INC	54,407		
		UNITED TECH HAMILTON STANDARD	80		
		UNITED TECH OPT SYSTEMS	1,323		
		UNITED TECHNOLOGY HOLDINGS BV	2,538		
		TOTAL	2,257,696	1.88	29.87
		<b>BOEING COMPANY THE</b>	1,638,382		
		ARGOSYSTEMS, INC	394		
		BOEING AEROSPACE OPERATIONS	85,268		
		TOTAL	1,724,044	1.44	31.32
		<b>LITTON INDUSTRIES INC</b>	1,432,896		
NAVSEA	9	LITTON SYSTEMS INC	276,217		
		TOTAL	1,709,112	1.42	32.75

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 Directorate for Information  
 Operations and Reports

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
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**FISCAL YEAR 1996**

<i>Cognizant Activity</i>	R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
DCMC	10	<b>GENERAL ELECTRIC COMPANY</b> G E AMERICAN COMMUNICATIONS GENERAL ELECTRIC CANADA GENSTAR CONTAINER CORPORATION NBC SUBSIDIARY 18, INC TRANSPORT INTERNATIONAL POOL TRANSPORT POOL CORPORATION  TOTAL	1,511,808 17,157 106 280 178 418 83 <hr/> 1,530,029	1.27	34.03
DCMC	11	<b>WESTINGHOUSE ELECTRIC CORP</b> KNOLL GROUP, INC THE KNOLL INC WESTINGHOUSE CANADA INC WESTINGHOUSE ELECT SYS VENTUR WESTINGHOUSE NORDEN SYSTEMS, WESTINGHOUSE REMEDIATION SVCS  TOTAL	1,410,545 10,012 16,054 26 324 3,452 302 <hr/> 1,440,714	1.20	35.23
DCMC	12	<b>BOEING NORTH AMERICAN INC</b> ALLEN-BRADLEY COMPANY, INC. BOEING NORTH AMERICAN SERVICE RELIANCE ELECTRIC INDUS CO ROCKWELL FRANCE  TOTAL	1,280,946 74 5,936 340 388 <hr/> 1,287,684	1.07	36.31
DCMC	13	<b>TEXTRON INC</b> AVCO CORPORATION BELL HELICOPTER TEXTRON INC H R TEXTRON INC TEXTRON FILTRATION SYSTEMS TURBINE ENG COMPONENTS TEXTRO  TOTAL	424,445 25,559 743,358 426 668 693- <hr/> 1,193,763	0.99	37.31
DCMC	14	<b>SCIENCE APPLICATIONS INTL CORP</b> WRIGHT R E ENVIRONMENTAL  TOTAL	1,065,487 805 <hr/> 1,066,292	0.89	38.20
DCMC	15	<b>UNITED DEFENSE LP</b>  TOTAL	876,615 <hr/> 876,615	0.73	38.93
DCMC	16	<b>TRW INC</b>  TOTAL	786,750 <hr/> 786,750	0.65	39.59

*Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports*

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

Sponsor Activity	R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
DCMC	17	<b>COMPUTER SCIENCES CORPORATION</b> CSC ANALYTICS INC CSC ARTEMIS INC  TOTAL	708,972 2,919 65 <hr/> 711,956	0.59	40.18
DCMC	18	<b>ITT INDUSTRIES INC</b> ITT FEDERAL SERVICES CORP ITT FEDERAL SERVICES INTL ITT FLUID TECHNOLOGY CORP ITT SHERATON CORPORATION  TOTAL	439,831 67,948 162,635 486 69 <hr/> 670,970	0.56	40.75
DCMC	19	<b>GTE CORPORATION</b> CONTEL CELLULAR INC CONTEL FEDERAL SYSTEMS INC CONTEL OF CALIFORNIA, INC GTE CALIFORNIA INC GTE COMMUNICATION SYSTEMS CORP GTE CUSTOMER NETWORKS INC GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE INTERNATIONAL TELECOM INC GTE MOBILE COMMUNICATIONS INC GTE MOBILNET INCORPORATED GTE NORTH INC GTE NORTHWEST INCORPORATED GTE PRODUCTS OF CONNECTICUT GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED  TOTAL	47,616 500 46,350 2,602 402 968 45 476,738 19,896 137 243 400 409 558 210 1,296 704 <hr/> 599,073	0.50	41.25
DCMC	20	<b>TRACOR INC</b> GDE SYSTEMS INC OTC TRACOR AEROSPACE, INC OTC TRACOR APPLIED SCIENCES, TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC VITRO CORPORATION VITRO SERVICES CORPORATION  TOTAL	30,221 83,756 4,657 4,823 85,476 62,614 19,504 216,373 73,177 <hr/> 580,600	0.48	41.73
	21	<b>HALLIBURTON ENERGY SVCS INC</b> BROWN & ROOT INC BROWN & ROOT SERVICES CORP HALLIBURTON NUS CORPORATION  TOTAL	9,611 532,788 31,236 <hr/> 573,635	0.48	42.21

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 Operations and Reports



REPORTING FORMAT

Contractor Name

Overhead Rates Settled in FY97:

<u>FY Settled</u>	<u>Estimated DoD Share of CERCLA Response Action Costs Claimed</u>	<u>Total CERCLA Response Action Costs Claimed</u>
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Pending Certified Overhead Rate Proposals:

<u>FY Proposal</u>	<u>Estimated DoD Share of CERCLA Response Action Costs Claimed</u>	<u>Total CERCLA Response Action Costs Claimed</u>
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03 NOV 1997

AQO

MEMORANDUM FOR UNDER SECRETARY OF DEFENSE (ACQUISITION AND  
TECHNOLOGY)  
PRINCIPAL DEPUTY UNDER SECRETARY OF DEFENSE  
(ACQUISITION AND TECHNOLOGY)  
DIRECTOR, DEFENSE PROCUREMENT  
DEPUTY UNDER SECRETARY OF DEFENSE (ACQUISITION  
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ASSISTANT SECRETARY OF THE ARMY (RESEARCH,  
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DIRECTOR, BALLISTIC MISSILE DEFENSE ORGANIZATION

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Forwarded for your review is our biweekly report for the period ending October 31, 1997. This report features efforts to improve SPI, recent news on laws/regulations, promoting SPI and statistical data.

Should you have any questions or concerns regarding information contained in the attached report, please contact Ms. Marialane Schultz, SPI/Block Change Management Team Leader at (703) 767-2471.

//signed//  
Timothy P. Malishenko  
Brigadier General, USAF  
Commander

Attachment  
cc:  
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NASA Headquarters, Code AE

***Single Process Initiative (SPI)***  
***Biweekly Report***  
***October 31, 1997***

***Increasing Supplier Involvement***

- Boeing Seattle hosted National Supplier Conference October 21-22, 1997 -- over 200 participants from industry and government. Major topic of discussion --increasing supplier involvement in SPI
- Boeing strategy includes basic building blocks for success:
  - Corporate leaders established supplier involvement as goal
  - Executive team accountable for making it happen
  - Established infrastructure -- process, policy, guidance, single focal points -- for processing supplier SPIs within cycle time goal of 90 days or less
  - Developed measures to ensure progress is made and right areas are targeted
- Results to date: 65 concept papers submitted from over 20 suppliers -- 8 already approved
- Boeing challenged suppliers to submit 2 concept papers each over the next 30 days

***Relief Granted on EEO Preaward Clearance Requirements!***

- Class Deviation issued by Director, Defense Procurement on October 7, 1997
  - Preaward Clearance process modified to apply to contracts and subcontracts of \$10 million rather than \$1 million
  - Certification of Non-segregated Facilities -- paperwork no longer required
- Currently 7 SPI concept papers involved -- deviation provides relief for many changes requested
- Deviation granted as a result of revisions to regulations of the Department of Labor's Office of Federal Contract Compliance Programs -- first revision of these regulations in 20 years

***The Latest Packaging News***

- OSD issued policy memorandum October 10, 1997, addressing SPI and commercial packaging
- Encourages program/item managers to lead the change to commercial packaging practices
- Status of packaging concept papers:
  - GE Aircraft Engines and AlliedSignal proposals accepted by Air Force and Navy
  - Army still has concerns; issue escalated to Army Senior Acquisition Executive (SAE)
    - Army SAE requested Army Materiel Command Logistics (AMCLG) packaging specialists to provide detailed rationale supporting their non-concurrence with several SPI packaging proposals
    - AMCLG to brief the Army SAE November 6, 1997. Formal Army response expected soon thereafter

***We're All In It Together***

- Joint Government/Industry Conference on SPI held October 28-30, 1997
- DCMC Commander, Brig Gen Timothy Malishenko, provided keynote address on SPI as a path to commercial processes and reducing total ownership costs. Key positive steps to continued success include:
  - Industry recognition of SPI as a means of gaining competitive advantage
  - Government Program Managers performing periodic SPI Portfolio Reviews and continued top level commitment
  - Early escalation of problem issues to resolve quickly and maximize savings
- Panel discussions followed on various topics. One key area targeted for improvement -- prime/supplier relationships:
  - clarification of prime/supplier policy
  - primes need to have process in place to invite supplier SPI concept papers --- enabling provisions offer one proven approach
  - raising supplier awareness of SPI is key
- Prevailing agreement -- DoD/DCMC/Industry doing an outstanding job implementing SPI

### ***Mission Possible: Expanding SPI***

- DCMC's Industrial Analysis Support Office (IASO) completed analysis of the Top 200 defense contractors list. Objective -- identify potential SPI participants
- Results:
  - IASO prioritized DoD sectors to target additional contractors for SPI participation
  - Criteria for analysis: unliquidated dollar amount of government contractors (ULO), current and projected workload (including commercial), industry trends, economic trend analysis
  - IASO concluded that top priority should be given to contractors in electronics/communication sector and trainers/simulation -- high potential for payoff
  - DCMC's HQ SPI Team will use results to develop marketing plans

### ***On The Road Again***

- Defense Contract Management District East conducted recent SPI-related visits
- At Defense Supply Center Columbus (DSCC), discussed process for evaluating SPI concept papers
  - Identified potential problem area in concept papers involving Qualified Product List (QPL) items. DCMDE and DSCC's SPI representative will work together to resolve issues surrounding concept papers involving "product" type requirements
  - DCMC SPI Team also working this issue with DLA HQ and inventory control points
- Participated in DCMC Boston-Textron Wilmington, MA's Management Council meeting. Army, Navy, and Air Force CTLs approved three concept papers (subcontract clauses, earned value management systems, and subcontracting plan). Discussed manufacturing standards and status and information on block change on comprehensive small/disadvantaged business plans

### ***Escalations Highlight Concerns***

- Boeing McDonnell Douglas Helicopter Systems, St. Louis, MO, Streamlining Approval of Material and Process Specifications (CDRLs) SPI
  - Navy's Component Team Leader (CTL) requested a final recommendation from his technical/evaluation team. Final Navy decision indicated continued opposition to proposed concept. DCMC HQ SPI escalated to Navy's Block Change Management Team (BCMT) member for resolution.
- GE Aircraft Engines, OH and MA, MIL-STD 965 Parts Control Program SPI
  - Legal concerns over distribution of consideration. Administrative Contracting Officer (ACO) escalated to DCMC HQ for General Counsel opinion. HQ General Counsel working with Defense Contract Management District East General Counsel to resolve issue.
- Boeing McDonnell Douglas Aircraft & Missile Systems, St. Louis, MO, Wire Harness SPI
  - NAVAIR to approve use of composite wire in the "aft" section of the F/A-18 only, remaining applications to be reviewed separately. Boeing and NAVAIR met October 15, 1997 to discuss technical concerns. A proposal will be submitted to NAVAIR within 30 days for their concurrence, and testing will require approximately 90 days to complete. Navy Acquisition Reform Executive is tracking resolution.
- Packaging concept papers at GE Aircraft Engines, Boeing, and AlliedSignal Aerospace
  - Army still has concerns; issue escalated to Army SAE
  - See previous page for details

### ***SPI Spans the Globe!***

- Defense Contract Management District International (DCMDI) continues to broaden its efforts to promote SPI internationally
- There are now 19 Management Councils
- Top 200 Expansion Efforts continue
  - 23 of Top 200 defense contractors participating in U.S. are operating overseas
    - Objective is to get these contractors involved in SPI
    - DCMDI has already briefed several management councils on SPI to raise awareness

### ***How We're Doing .... SPI Statistics***

Contractor Facilities	255
Processes Submitted	1193
Processes Modified	696
Negotiated Consideration	\$8.7 M
Estimated Cost Avoidance	\$323 M
Average Cycle Time	130 days

### ***Upcoming Events***

- November 12-14, 1997, Executive Acquisition Symposium, Phoenix, AZ. Theme: *Realizing Acquisition Reform, "Getting There Together"*. Sponsors: Valley of the Sun Partnership Group and the Phoenix Thunderbird Chapter of the National Contract Management Association
  - Purpose is to gather senior leadership from government and industry to discuss the progress of acquisition reform, identify roadblocks and obstacles, and articulate future strategies
  - Format consists of results-oriented workshops and a symposium
  - For more information, contact DCMC's focal point, Kevin Koch, at (703) 767-6398

### ***In Summary ..***

- Prime contractors beginning to take leadership role to involve suppliers in SPI -- momentum is building
- Relief from law/regulation requirements "trickling" down--SPI Team and OSD Acquisition Reform Office exploring alternatives approaches to expedite concepts involving laws/regulations
- Using IASO Top 200 analysis to target big players for increased contractor participation
- Issues continue to be escalated, swift resolution remains a challenge

**DCMC SPI Homepage: <http://www.dcmc.dcrb.dla.mil/>  
Select "Hot Topics"**

## **Appendix Index**

**Appendix A - Executive Summary**

**Appendix B - Charts**



## **APPENDIX A**



## ***SINGLE PROCESS INITIATIVE***

### ***Implementation Summary***

*As of: Friday, October 31, 1997*

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<b>Contractor Facilities:</b>	<b>255</b>
<b>Top 200 Corporation Facilities:</b>	<b>140</b>
<b>International Facilities:</b>	<b>7</b>

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<b>Total Proposed Process Changes:</b>	<b>1193</b>
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<b>Found Technically Unacceptable:</b>	<b>52</b>
<b>Processes Withdrawn/Disapproved:</b>	<b>199</b>

<b>Total Block Change Modifications:</b>	<b>696</b>
<b>Average days from Submittal to Modification:</b>	<b>130</b>

<b>Total Open:</b>	<b>298</b>
<b>* Total Open Aged Over 120 days:</b>	<b>91</b>

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**Proposal  
Development  
(30 Days)**

<b>Total Under Development/Awaiting Initial Acceptance:</b>	<b>34</b>
<b>Total Under Development for More Than 30 Days:</b>	<b>22</b>

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**Approval  
(60 days)**

<b>Total Under Review for Approval:</b>	<b>133</b>
<b>Disagreements/Problems Escalated:</b>	<b>30</b>
<b>Total Under Review for More Than 60 Days:</b>	<b>63</b>

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**Modification  
(30 days)**

<b>Total Awaiting Contract Modification:</b>	<b>131</b>
<b>Total Awaiting Contract Modification for More Than 30 Days:</b>	<b>106</b>

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**Implementation  
Results**

<b>Amount Negotiated:</b>	<b>\$8,712,784</b>
<b>Estimated Cost Avoidance on Future Contracts:</b>	<b>\$323,392,590</b>

\* Does not include Law/Reg Proposals

**Appendix A**

## **APPENDIX B**

